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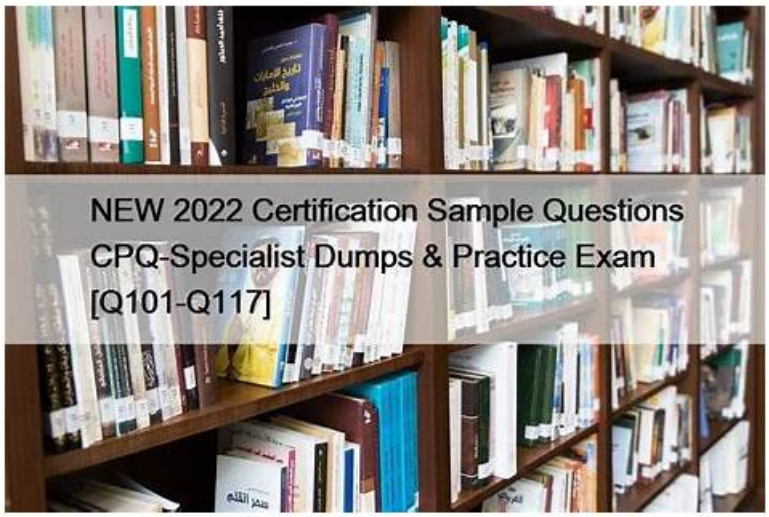

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Salesforce CPQ-Specialist Exam Syllabus Topics:

Topic	Details
Topic 1	• CPQ Platform: In this section, topics discussed include how to design, set up, and maintain Price Rules using lookup objects and formula fields to meet business needs. It also discusses how to apply quote calculation sequence and how to utilize out-of-the-box and custom permissions, etc.
Topic 2	• Quote Templates: In this section, the focus is on configuring a Quote Template to meet business requirements.

Topic 3	• Orders, Contracts, Amendments, and Renewals: This topic focuses on data required to generate Orders and Contracts. Moreover, the topic gives an understanding of generating renewal and amendment Quotes to meet business requirements.
Topic 4	• Products: This topic is all about setting up Products, Price Book Entries, and Price Books. Additionally, the topic explains the impact of product catalog setup on overall CPQ data flow.

Salesforce Certified CPQ Specialist Sample Questions (Q132-Q137):

NEW QUESTION # 132
Universal Containers has an add-on Product that can only be sold as part of bundles.
Which two steps should the admin take to meet this requirement?
Choose 2 answers

- A. Set the Component checkbox to True on the add-on Product record.
- B. Create a Product Option record referencing the add-on Product for each bundle.
- C. Create a Product Feature record referencing the add-on Product.
- D. Set the Customer Community Availability pick list on the add-on Product to Never,

Answer: A,B

NEW QUESTION # 133
The sales team at Universal Containers wants more control over the Product Information that is displayed on the Quote Template output. Specifically, the team wants to stop displaying the Additional Discount column based on the needs of the transaction.
How should an admin meet the requirement?

- A. Create two Quote Templates, one with Show Customer Discount as TRUE and another with Show Customer Discount as FALSE.
- B. Create a custom field called HideAdditionalDiscount__c on the Template Section object, then create two Template Sections, one with HideAdditionalDiscount__c checked.
- C. Create a Special Field on the Quote object with the API Name of HideAdditionalDiscount__c and display it in the Quote Line Editor.
- D. Create a custom checkbox, Show_Discount__c, and reference it in the Conditional Print Field picklist for the Additional Discount Line Column.

Answer: D

Explanation:
Requirement:
* Universal Containers wants to control whether the Additional Discount column appears on the Quote Template.
Solution:
* By creating a custom checkbox field (Show_Discount__c), administrators can dynamically control the visibility of the Additional Discount column.
* This checkbox is referenced in the Conditional Print Field of the Quote Template Line Column settings for the Additional Discount column.
Mechanism:
* When the Show_Discount__c checkbox is TRUE, the column appears.
* When FALSE, it does not display.
Salesforce CPQ Reference:
* Conditional Print Field functionality in Quote Templates allows for dynamic content visibility based on field values .

NEW QUESTION # 134
Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months.
The Product has been configured as such:

Percent Of Total (%)	10
Subscription Term	12

Which product and option configuration will attain the required pricing?

A)

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Scope	Net
Product Option	Percent of Total Base	Components

B)

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Scope	Components
Product Options	Percent of Total Base	Customer

C)

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Base	Customer
Product Options	Percent of Total Scope	Package

D)

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Base	Net
Product Option	Percent of Total Scope	Components

- A. Option B
- B. Option A
- C. Option D
- D. Option C

Answer: D

NEW QUESTION # 135

Users at Universal Containers want to know how Approval requests will be routed prior to submitting a Quote for approval.
How can the admin meet this requirement?

- A. Using Native Approvals, build a custom button to display the approval matrix to users.
- B. Using Advanced Approvals, build a custom Visualforce Page to display the Approval Chains for the Quote.
- C. Using Advanced Approvals, place the Preview Approval button on the Quote page layout.
- D. Using Native Approvals, build a custom Visualforce Page to display the Approval Process for the Quote.

Answer: C

NEW QUESTION # 136

Cloud Kicks (CK) wants to ensure its sales reps are able to edit non-contracted and non-activated Orders to redistribute Order Products from one Order to another.
What are two considerations the CPQ admin must take into account to meet the requirement?
Choose 2 answers

- A. Ensure the sales rep is listed as the owner of the Order.
- B. Ensure the sales rep has Modify All in their profile.
- C. Ensure the CPQ Orders package setting "Allow Multiple Orders" is selected.
- D. Ensure the Edit Order Products button is exposed in the Order Page Layout.

Answer: A,C

NEW QUESTION # 137
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